

**James F. Gerraughty**

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**From:** SAP&DC <jgerraughty+sapdc.org@ccsend.com>  
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**To:** James F. Gerraughty  
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**Progress Through Regional Cooperation In The Alleghenies**

**State of the PTAC - July 2022**

*by James Gerraughty,  
SAP&DC PTAC Program Manager*



Welcome to the dog days of summer! That lovely time of summer where the heat gets ramped up, and government contracting picks up, due to the final quarter of the fiscal year...No worries, though, the PTAC is here to help!

I know I've been banging on the SAM drum for some time. I have a good article that was forwarded to me on the 5<sup>th</sup> of July, and it's part of this newsletter. 90% of the hurdles that have been encountered with SAM stem from the address of a company not matching what's in the new SAM database. It's nothing the company did, but there are ways to mitigate this issue.

In the next few weeks, we're going to have various trainings, mostly online, COVID 19-dependent. Some topics of interest will be the DHS E-Verify program from DHS in the summer of 2022, a small business workshop pairing government

contracting and business growth in November, and the three-peat of the Tri State PTAC Mega Matchmaker in December. Please review and register for upcoming events on our [eCenter page](#).

If you have ideas for topics, or would like to learn more about something, please drop us a line at (814) 949-6500 or by [Email](#).

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### **How to Update Address in Your SAM Profile**

*Author/attribution unknown, retrieved 07/05/2022*

Something as simple as your business address seems to be a stumbling block for many companies either registering for the first time in SAM or renewing a registration, whether active or inactive. In April, the Federal Government stopped using DUNS numbers as a primary business identifier for companies registering in the System for Award Management (SAM). Instead, contractors now receive government-issued (and managed) Unique Entity Identifiers (UEIs). This transition was relatively seamless as already registered contractors received UEIs without having to take any action. However, updating one's SAM profile has become more challenging than ever. The issue is the new process contractors must navigate to update their physical address in SAM (if it has changed). So, if you moved or plan to move soon, keep reading. In this article, we'll walk you through updating your address in SAM step by step.

#### **Pre-SAM Update Action:**

Before changing your physical address in SAM, make sure to update it first with the Internal Revenue Service (IRS). You can do this using [IRS form 8822-B](#). The IRS will mail you a document confirming your change of address. Save it for your records so you can upload it to verify your new address during your SAM update. Also, SAM will be looking for a match between the address you enter in your profile and the address the IRS has on file for your company.

Important note! SAM requires a physical address for your business. While you may have a PO box or mail center box as your primary address for most of your business correspondence, those should not be used for your physical address in SAM.

#### **The New Process for Updating Your Address in SAM:**

(after completing the step above)

1. Go to [www.sam.gov](http://www.sam.gov) and click on the sign-in link in the upper right-hand corner of the page.
2. After you sign in, locate the entities box (in the center of the screen) and click on the box that reads "Renew/Update."
3. After completing step 2, you should see a box showing the name of our business. Click on your business name. This action will open a new webpage asking you to select one of two options—option 1. "I would like to update my points of contact" or option 2. "I would like to update/renew my entire entity registration." Select option 2.

4. On the next page, you will be asked, "Would you like to change the purpose of your entity's registration?" Select no.
5. The next page will ask you to validate your current address. You will see a box with the information SAM has in their system. If your new address is different, go ahead and add your new address using the fields provided, then click "next" at the bottom of the page.
6. On the next page, you will see a list of addresses associated with your company. If your current address is listed, then click on that option. If you do not see your current address in the list of possible matches, you will need to create an incident using the "create an incident" box at the bottom of the page.
7. Next, a box will pop up with two options, either affirming that your address in the system is correct or stating that it is incorrect. If your address is incorrect, you must upload supporting documents (at least one) to validate your new address. There will be a link that shows what documents are acceptable. As mentioned earlier, you may use the IRS change of address confirmation letter to verify your address. If you don't have it, refer to the [list of acceptable documentation](#) for other options.
8. Once your document is uploaded, click "submit." Your information will be sent to the Federal Service Desk, and within a few days, you should receive an email from SAM informing you that your new address is in the system. But wait there's more!
9. After receiving the confirmation email from SAM, you need to log back into SAM.GOV and repeat steps 1-6 above. However, this time, you should see an option matching your new address. Select the option with your new address and click "next." Now you can proceed with your update by clicking "Continue Registration" at the bottom of the screen. Make sure to go through the entire profile update process. From this point on, it should look familiar if you updated your SAM profile before.
10. You may also need to update your address in other places, such as your remittance address (where to mail checks) and addresses associated with your points of contact. These don't require you to use your physical business address.

Note: You may be asked to update your [Marketing Partner Identification Number](#) (MPIN) at the beginning of this process. If that's the case, click on the box indicating your intention to update your MPIN. Once completed, ensure you save your new MPIN in a secure location as it is required for SAM updates.

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**How Can Defense Contractors Battle Rising Costs? Here Are Some Tips**  
By Franklin Turner, McCarter & English, by way of Government Executive

Unless you've been living under a rock or on a self-sustaining deserted island, the chances are high that you have become quite familiar with the term "inflation" (i.e., the rising costs of goods and services) over the past few years. Indeed, everything (from gasoline to gumballs and milk to movie tickets) appears to be more expensive as of late.

Unfortunately, government contractors are not immune from this current economic reality. As most of us know all too well, many contracts that were negotiated and priced over the past 18 to 24 months are simply more expensive to perform now than was reasonably anticipated when bids were prepared.

In recognition of these soaring prices, the Defense Department issued a May 25 memorandum titled “Guidance on Inflation and Economic Price Adjustments,” the purpose of which is to assist contracting officers in (i) navigating the impacts of inflation on existing contracts and (ii) managing downstream inflation risks on prospective contracts. Here are the key takeaways and our suggested courses of action for Defense contractors to best protect your company’s bottom line: [Continue Reading](#)

(Accessed 7/05/2022)

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### **SBA Issues Veteran-Owned Certification Rules**

By Shane McCall, Equity Partner, Koprince McCall Pottroff LLC

*[Editor’s note: This is a topic that all PTACs have been watching closely, and we’re in contact with both the DVA and SBA on the transition to reduce headaches as much as possible for our clients. If you have any questions, don’t hesitate to ask your local PTAC.]*

The SBA has issued its draft rules on how it will go about certifying Veteran-Owned Small Businesses (VOSBs) and Service-Disabled, Veteran-Owned Small Businesses (SDVOSBs). Below, we highlight some of the main components of these rules. The changes stem from Congress’s [requirement](#) in the 2021 NDAA to eliminate SDVOSB self-certification and adopt a government-wide SDVOSB certification requirement, while transferring control of the certification process from the VA to the SBA. For the most part, SBA has taken a simple approach, combining its existing rules on eligibility with much of the application procedures from VA. But the details do matter, and below we’ll walk through some of them. [Continue Reading](#)

(Accessed 7/06/2022)

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### **Cybersecurity is No. 1 Priority for City, County IT Leaders**

By Susan Miller, Government Contracting News, by way of Route Fifty

Thanks to the attack on Colonial Pipeline and the growing risk of international threats related to the war in Ukraine, 97% of IT leaders cited cybersecurity as their biggest concern in an annual survey.

Cybersecurity threats have riveted the attention of city and county technology leaders, according to a new survey from CompTIA Public Technology Institute.

Cybersecurity has ranked at or near the top of this and various other public sector CIO priorities lists for roughly the last decade, according to the “2022 State of City and County IT National Survey,” released June 8. This year, however, 97% of respondents cited cybersecurity as a top priority, up from 88% last year, thanks to the attack on



